

Message Text

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ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 R

DRAFTED BY COM/BIC/OED/SIPS/J.T.HARDISTY

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COM/DIBA/CAGNE/F.OCWIEJA

STATE/NEA/ARP'C.CECIL

----- 093201

R 130048Z SEP 75

FM SECSTATE WASHDC

TO AMEMBASSY JIDDA

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E.O. 11652: N/A

TAGS: BEXP, SA

SUBJECT: PRODUCT OPPORTUNITY - 51 MOBILE CRANES FOR DAMMAM

--- PORT

REF: (A) JIDDA 6237; (B) JIDDA 5966

1. STRATEGIC INDUSTRIAL PRODUCT SALES (SIPS) GROUP OF USDOC HAS SPOKEN WITH GALION AND FMC REGARDING REFTELS. COMPANIES AGREE THAT PROBLEM IN BIDDING THIS TENDER IS IN NATURE OF SPECIFICATIONS. IN BEING DESIGNED AROUND BRITISH STANDARDS, SPECS REFLECT TYPICALLY CONSERVATIVE, STRINGENT BRITISH CHARACTERISTICS THAT MAKE IT DIFFICULT FOR U.S. FIRMS TO MEET, EVEN GIVEN CONDITIONS AS OUTLINED IN PARA 1 OF REFTEL A. HOWEVER, BOTH FMC AND GALION HAVE INDICATED THAT THEY WILL PUT TOGETHER BID PACKAGE. BID DEADLINE EXTENSION UNTIL SEPT. 24 HELPFUL BUT COMPANIES COULD USE ADDITIONAL 30 DAYS TO PREPARE OPTIMUM PROPOSAL. FYI. FMC HAS INFORMED SIPS THAT IT WILL BE BIDDING PACKAGE
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OUT OF MILAN WHILE GALION HAS INDICATED THAT IT MAY END UP BIDDING OUT OF BELGIUM. END FYI.

2. ACTION REQUESTED: WOULD APPRECIATE EMBASSY ASCERTAIN-

ING LIKELIHOOD OF FURTHER EXTENSION AND SUGGESTIONS AS
TO HOW BEST TO INTRODUCE EFFICIENCIES ASSOCIATED WITH
LIGHTER WEIGHT U.S. EQUIPMENT. KISSINGER

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<< END OF DOCUMENT >>

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Margaret P. Grafeld
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